

## Message Text

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PAGE 01 NAIROB 02305 230215Z

ACTION AF-08

INFO OCT-01 ISO-00 EB-08 AID-05 /022 W

-----230217 005411 /73

R 221356Z FEB 77

FM AMEMBASSY NAIROBI

TO USDOC WASHDC

INFO SECSTATE WASHDC 0000

UNCLAS NAIROBI 2305

E.O. 11652: N/A

TAGS: BEXP,KE

SUBJ: EARLY WARNING - MAJOR PURCHASE OF MEDICAL EQUIPMENT FOR  
PHASE III EXPANSION OF KENYATTA NATIONAL HOSPITAL

1. PHASE III EXPANSION OF KENYATTA NATIONAL HOSPITAL IS AN APPROXIMATE \$15 MILLION PROJECT WHICH WILL ADD A 12-STORY, 1200-BED EXTENSION TO THE PRESENT 800-BED UNIVERSITY TEACHING HOSPITAL. THE PROJECT IS EXPECTED TO BE COMPLETED IN 1978. ABOUT \$3.5 MILLION OF MEDICAL EQUIPMENT WILL BE PURCHASED FROM OUTSIDE KENYA. TENDERS ARE EXPECTED ABOUT MID--63-4 1977. SPECIALITIES (BED ALLOCATIONS) IN THE PHASE III EXPANSION ARE AS FOLLOWS: OB/GYN (128), PEDIATRICS (199), OPERATING THEATERS AND ANAESTHETICS, GENERAL SURGICAL WARDS (128), NUERO AND THORACIC SURGERY (32), E.N.T. SURGERY (49), EYE SURGERY (48), ORTHOPEDICS (32), PLASTIC SURGERY (32), TRAUMA WARD (64), MEDICAL WARD (256), AND AMENITY WARDS (248).

2. COMMENT. SUPPLY OF MEDICAL EQUIPMENT FOR THE PHASE III EXPANSION IS PROBABLY THE BEST OPPORTUNITY TO DATE FOR U.S. FIRMS. FINANCING IS FROM GOK, AS OPPOSED TO PREVIOUS DEVELOPMENT WHICH WAS LARGELY BRITISH TIED-AID AND TENDERED THRU CROWN AGENTS. CONVENIENCE TO THE PURCHASER WILL BE VERY IMPORTANT TO OBTAINING A MAJOR PORTION OF THIS BUSINESS. THE BEST CHANCE OF SUCCESS LIES WITH A SINGLE FIRM WHICH COULD SUPPLY THE MAJOR PORTION AND COORDINATE THE  
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MINOR REQUIREMENTS. A WELL-COORDINATED INDUSTRY GROUP OR CONSORTIUM MIGHT ALSO WORK WELL. WHAT SHOULD BE AVOIDED IS INUNDATING THE PLANNERS WITH DOZENS OF LETTERS FROM POTENTIAL SUPPLIERS OF A SINGLE LINE OR MINOR PORTION OF TOTAL REQUIREMENTS. REPORTEDLY, KENYANS ARE GENERALLY UNFAMILIAR WITH THE RANGE OF U.S. SUPPLIERS, PRODUCTS AND SERVICES AVAILABLE. A VISIT BY A U.S. INDUSTRY REP WHO COULD

SPEAK TO DOCTORS AND ADMINISTRATORS, IF ACCOMPANIED BY FILMS,  
VTR'S AND OTHER EDUCATIONAL MATERIALS WOULD BE VERY HELPFUL  
IN ORIENTING THIS OPPORTUNITY TO U.S. SUPPLIERS. THE COMMERCIAL  
OFFICE CAN ARRANGE TOP-LEVEL CONSULTATIONS. ADDITIONAL DETAIL  
ON EQUIPMENT LISTS IS AVAILABLE.

MARSHALL

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## Message Attributes

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**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009